

Message Text

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ACTION COME-00

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R 060546Z JUN 75

FM AMEMBASSY JAKARTA

TO SECSTATE WASHDC 8557

INFO AMEMBASSY SINGAPORE

UNCLAS JAKARTA 6829

E.O. 11652: N/A

TAGS: BEXP, ID

SUBJ: FY 1976 CCP FOR INDONESIA

REF: (A) STATE 125420

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SUMMARY. EMBASSY OFFERS REVISIONS IN CATEGORIES OF
REFTEL (A) PROPOSED MAN DAY DEFERRALS AND DECLINES
TWO PROPOSED ADDITIONAL ACTIVITIES. END SUMMARY.

1. EMBASSY DOES NOT OFFER REVISIONS TO CHANGES
CONTAINED REFTEL (A) BUT PUZZLED BY WHAT APPEAR
BE COMPUTATION ERRORS AND/OR TELEGRAPHIC GARBLING
OF SOME REFTEL FIGURES. EMBASSY COPY FINAL DRAFT CCP
SECTION IV SHOWS FOLLOWING:

FSO FSL PRO. FSL CLER.

TOTAL RESOURCES

UTILIZED (MAN DAYS) 2290 1810 696

TOTAL RESOURCES

AVAILABLE 2036 1794 671

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THUS DIFFERENCE (I.E.

CHANGES REQUIRED)

WOULD EQUAL 254 16 25

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HOWEVER, FOLLOWING TABLE REFLECTS EFFECT OF ACTUAL CHANGES

PROPOSED REFTEL (A) PARA 3 BEGINNING WITH PHRASE "WOULD READ AS FOLLOWS..."

4.13 INVEST PROMO

ORIGINAL	155	100	50
REVISED	125	100	50
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DIFFERENCE	30	0	0

4.15 BUS SERV.

ORIGINAL	836	697	220
REVISED	702	697	220
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DIFFERENCE	134	0	0

4.24 MAJ PROJS

ORIGINAL	200	200	50
REVISED	100	154	25
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DIFFERENCE	100	46	25

TOTAL DIFFERENCE

(CHANGES MADE)	264	46	25
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2. WHY TOTAL USDOC PROPOSED CHANGES DO NOT RPT NOT AGREE WITH EMBASSY CALCULATED DIFFERENCE BETWEEN RESOURCES UTILIZED AND RESOURCES AVAILABLE IS PUZZLING. PART OF ANSWER MAY LIE IN EARLY PORTION REFTEL (A) PARA 3 WHERE STATES 90 FSO MAN DAYS WILL BE DEFERRED FROM MAJOR PROJS., WHEREAS LATER PARA 3 RESTATEMENT OF MAJOR PROJECT MAN DAYS UTILIZED HAS EFFECT OF DEFERRING 100 MAN DAYS INSTEAD OF 90. POST ASSUMES 90 IS INTENDED FIGURE FOR DEFERRAL SINCE THIS NUMBER WOULD BRING TOTAL USDOC CHANGES FOR FSO MAN DAYS IN LINE WITH POST CALCULATION OF REDUCTION REQUIRED. EMBASSY, HOWEVER, STILL UNABLE EXPLAIN USDOC APPARENT DEFERRAL 46 FSL PRO MAN DAYS FROM MAJOR PROJECTS WHEN IN FACT RESOURCES UTILIZED AND AVAILABLE APPEAR DIFFER BY ONLY 16 MAN DAYS. FIGURES GIVEN BELOW, THEREFORE, ASSUME ONLY 16 FSL PRO. MAN DAYS NEED BE DEFERRED.

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3. EMBASSY CONCERNED THAT WASHINGTON CHOSE TO TAKE SUBSTANTIAL PORTION DEFERRED MAN DAYS OUT OF MAJOR PROJECTS ACTIVITIES (IN EFFECT REDUCING BY HALF FSO MAN DAYS COMMITTED TO THESE ACTIVITIES). IT OUR UNDERSTANDING WASHINGTON AND JAKARTA IN FULL AGREEMENT ON MAJOR PROJECT EMPHASIS; THEREFORE IT EMBASSY JUDGMENT MAJOR PROJECTS IS LAST CATEGORY FROM WHICH WE WOULD CONSIDER DEFERRING MAN DAYS. PLEASE RESTORE "MAJOR PROJECTS"

CATEGORY TO ORIGINAL LEVELS AND DEFER INSTEAD 25 FSO
MAN DAYS FROM 4.26 "OFFICIAL VISITORS" AND AN ADDITIONAL
65 FSO AND 16 FSL PRO MAN DAYS FROM 4.15 "BUS. SERV."

4. THUS POST PROPOSED REVISIONS OF REFTEL (A) CHANGES
WOULD RESULT IN FOLLOWING FIGURES FOR FSO, FSL, AND CLER.
IN SUBHEADS INDICATED: 4.13, INVEST. PROMO, 155, 100,
50; 4.15, BUS. SERV., 637, 681, 220; 4.24, MAJOR
PROJS., 200, 200, 50; 4.26, OFFIC. VISITORS, 175, 100,
60. IF WASHINGTON BELIEVES ADDITIONAL DEFERRALS ARE
REQUIRED, THEY SHOULD ALSO BE TAKEN FROM BUS. SERV. AND
TO LESSER DEGREE FROM INVEST. PROMO.

5. IN LIGHT REFTEL (A) REQUIRED MAN DAY DEFERRALS, EMBASSY
DOES NOT RPT NOT WISH INCLUDE ADDITIONAL MEPD SUGGESTED
ACTIONS (REFTEL (A) PARA 4). AS INDICATED CCP SECTION
II.4.1 MAJOR PROJECTS, POST WISHES RESERVE MAXIMUM MAN
DAY RESOURCES FOR DEVELOPMENT NEW MAJOR PROJECT CAMPAIGNS
WHICH WE ANTICIPATE WILL BE EVEN MORE TIME-CONSUMING THAN
FOLLOW-UP ACTIVITIES OF CAMPAIGNS LISTED ANNEXES, BUT
ALSO MORE LUCRATIVE. EMBASSY JUDGMENT IS BASED
ON FACT THAT IT IS IN CLOSE TOUCH WITH JAKARTA SUGAR
CONSORTIUM REP AND HAS WORKED WITH HIM AND CONSORTIUM
ON FOLLOW UP AND WILL CONTINUE TO DO SO, INCLUDING,
IF WE JUDGE IT NECESSARY, PARTICIPATION
IN SECOND VISIT WHICH WE CAN DO BY DRAWING DOWN MAN DAYS
DESIGNATED FOR EITHER MAJOR PROJECTS OR BUSINESS SERVICES;
HOWEVER, WE CAN SEE LITTLE VIRTUE AT THIS POINT
IN COMMITTING OURSELVES SPECIFICALLY TO A SECOND SUGAR VISIT,
WHICH LATER MAY OR MAY NOT RPT NOT PROVE TO BE MOST APPROPRIATE
METHOD FOLLOW-UP ASSISTANCE.

6. POST EVEN MORE DUBIOUS ABOUT SUGGESTED MEETING OF
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"KEY DECISION MAKERS OF U.S. CEMENT DESIGN CONSTRUCTORS
LOCATED IN INDONESIA." WHILE MANY U.S. CEMENT DESIGN
CONSTRUCTOR SALES REPS (NOT "KEY DECISION MAKERS") HAVE
VISITED INDONESIA TO DISCUSS CEMENT DEVELOPMENTS WITH
US, PERHAPS AS FEW AS TWO OR THREE SUCH FIRMS ARE ACTUALLY
"LOCATED IN INDONESIA. THOSE INVOLVED IN CEMENT HERE
ALREADY TEND BE WORKING IN ASSOCIATION WITH EACH OTHER.
WE HAVE DIFFICULTY VISUALIZING HOW MEETING INVOLVING
THESE FIRMS WITH POTENTIAL DIRECT COMPETITORS WOULD BE HIGHLY
PRODUCTIVE. EMBASSY WILL CONTINUE MEETING WITH ALL
FIRMS INTERESTED IN CEMENT DEVELOPMENTS AND WILL CONTINUE
EXPLORING POTENTIAL FOR MAJOR PROJECTS ACTION PROGRAM,
WHICH TO DATE HAS SEEMED UNPROMISING DUE: (A) HEAVY U.S.
INVOLVEMENT ALREADY, (B) CONSIDERABLE CONFUSION AND
UNCERTAINTY REGARDING VIABILITY THOSE POTENTIAL PROJECTS

IN WHICH U.S. FIRMS NOT INVOLVED OR UNAWARE, (C) HIGHLY VARIED TIME TABLES FOR DIFFERING PROJECTS. WE THEREFORE CONTINUE THINK HANDLING CEMENT PROJECTS ON ONE-BY-ONE BASIS LIKELY PRODUCE MOST EFFICIENT RESULTS.

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